

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 EB-07 INR-07 LAB-04 NSAE-00
PA-02 SIL-01 USIA-15 PRS-01 /050 W
-----040845Z 122796 /15

R 040813Z MAY 77
FM AMEMBASSY WARSAW
TO AMEMBASSY SOFIA
AMEMBASSY BUCHAREST
AMEMBASSY BUDAPEST
AMEMBASSY PRAGUE
AMEMBASSY BERLIN
INFO USDOC WASHDC
SECSTATE WASHDC 7956

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E.O. 11652: N/A
TAGS: BEXP PL
SUBJ: MARKETING ACTIVITIES - POZNAN INTERNATIONAL TRADE FAIR
1977

1. USAPOL 77, THE U.S. EXHIBITION AT THIS YEAR'S POZNAN INTERNATIONAL TRADE FAIR, WILL BE HELD FROM JUNE 12 THROUGH 21. THE U.S. EXHIBIT STAFF IS ALREADY ON SITE IN POZNAN PREPARING FOR THE EVENT, IN WHICH 41 EXHIBITORS REPRESENTING SOME 88 U.S. FIRMS WILL PARTICIPATE.

2. AS PART OF THE PROMOTION CAMPAIGN, FSO KENT M. WIEDEMANN, DIRECTOR OF MARKETING ACTIVITIES FOR THE EXHIBITION, WISHES TO TRAVEL TO THE ADDRESSEE POSTS AND REQUESTS THAT APPROPRIATE APPOINTMENTS BE MADE WITH DIRECTORS OF KEY FTO'S AND/OR ENTERPRISES WITH AN INTEREST IN ATTENDING THE U.S. EXHIBITION.

3. WIEDEMANN'S TENTATIVE TRAVEL SCHEDULE IS AS FOLLOWS:

MAY 16 - P.M. - ARRIVE SOFIA FROM WARSAW
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MAY 17 - SOFIA APPOINTMENTS
MAY 18 - A.M. - LEAVE SOFIA FOR BUCHAREST - AFTERNOON APPOINTMENTS.
MAY 19 - BUCHAREST APPOINTMENTS
MAY 20 - A.M. - LEAVE BUCHAREST FOR BUDAPEST - AFTERNOON
APPOINTMENTS.
MAY 21 - BUDAPEST (MORNING APPOINTMENTS IF POSSIBLE)
MAY 22 - BUDAPEST - WEEKEND

MAY 23 - BUDAPEST - APPOINTMENTS
MAY 24 - A.M. - LEAVE BUDAPEST FOR PRAGUE - AFTERNOON APPOINTMENTS
MAY 25 - PRAGUE APPOINTMENTS
MAY 26 - A.M. - LEAVE PRAGUE FOR E. BERLIN - AFTERNOON APPOINTMENTS
MAY 27 - BERLIN (MORNING APPOINTMENTS)
MAY 27 - P.M. - RETURN TO WARSAW

4. WIEDEMANN REQUESTS POSTS TO ADVISE WHETHER TENTATIVE SCHEDULE IS ACCEPTABLE; IF SO, HE REQUESTS RESERVATIONS FOR A SINGLE ROOM AT MODERATELY PRICED HOTELS.

5. FOR POSTS' INFORMATION AND HELP IN ARRANGING APPROPRIATE APPOINTMENTS FOR WIEDEMANN, A LIST OF U.S. EXHIBITORS AND THEIR DISPLAYS AT THE POZNAN FAIR FOLLOWS:

- (1) ACKER DRILL CO., SCRANTON, PA., HYDRAULIC EXPLORATION DIAMOND CORE DRILL UNITS;
- (2) ALLIS-CHALMERS CORP., MILWAUKEE, WISCONSIN, GRAPHIC DISPLAY OF CONSTRUCTION AND AGRICULTURAL EQUIPMENT;
- (3) BTU ENGINEERING CORP., NORTH BILLERICA, MASS., EXPLORER MQ MULTI/ATMOSPHERE CONVEYOR FURNACES;
- (4) BURR BROWN RESEARCH CORPORATION, TUSCON, ARIZ., INTEGRATED CIRCUITS;
- (5) CINCINNATI MILLACRON, CINCINNATI, OHIO, GRAPHIC DISPLAY OF UNCLASSIFIED

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MACHINE TOOLS, NUMERICAL CONTROLS CUTTING FLUIDS AND SPECIALTY CHEMICALS;
- (6) CLARK INTERNATIONAL, BUCHANAN, MICHIGAN, FORK LIFT TRUCKS;
- (7) COMPUCORP, LOS ANGELES, CALIF., VARIOUS SIZED COMPUTERS AND DISC STORAGE SYSTEMS;
- (8) COMPUTEQ, LAKE FOREST, ILL., MINI AND MICRO COMPUTERS;
- (9) DIGITAL EQUIPMENT CORPORATION, MAYNARD, MASS., COMPUTER SYSTEMS FEATURING LARGE SCALE INTEGRATION AND RANDOM ACCESS;
- (10) DRESSER INDUSTRIES, INC., DALLAS, TEXAS, ABRASIVES, TOOLS, PRESSURE GAUGES, VALVES, TUBE EXPANDERS, CLEANERS AND CUTTERS;
- (11) DOW CHEMICAL COMPANY, MIDLAND, MICH., INSECTICIDES, FUMIGANTS, CELLULOSE ETHERS AND EPOXY RESINS;

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-----040956Z 123302 /12

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FM AMEMBASSY WARSAW

TO AMEMBASSY SOFIA

AMEMBASSY BUCHAREST

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AMEMBASSY PRAGUE

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(12) E.I. DUPONT DE NEMOURS, WILMINGTON, DELAWARE, CHEMICALS,
PLASTICS, TEXTILE FIBERS, TEFLON, SYNTHETIC RUBBER, FILM, ETC.

(13) ENERPAC AND SPERRY-NEW HOLLAND, NEW HOLLAND, PA., HYDRAULIC
TOOLS AND AGRICULTURAL EQUIPMENT

(14) EUBANKS INTERNATIONAL, INC., MONROVIA, CALIF., VA
RIOUS
UTILITY AND AUTOMATIC WIRE STRIPPERS AND CUTTERS;

(15) FENWAY MACHINE CO., INC., PHILADELPHIA, PA., PORTABLE
MAGNETIC DRILL PRESSES AND METAL CUTTING TOOLS;

(16) FINNIGAN CORPORATION, SYNNYVALE, CALIF., AUTOMATED GAS
CHROMOTOGRAPHS AND MASS SPECTROMETER SYSTEMS;

(17) GENERAL ELECTRIC COMPANY, SCHENECTADY, NY, GRAPHICS AND
TERMINAL PRINTERS;

(18) HOKE INTERCONTINENTAL, CRESSKILL, NJ, VALVES AND FITTINGS
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FOR INSTRUMENTS;

(19) INGERSOLL-RAND CO., WOODCLIFF LAKE, NJ, PNEUMATIC TOOLS AND
VARIOUS COMPRESSED AIR EQUIPMENT;

(20) I.B.M., NEW YORK, NY, COMPUTERS AND VIDEO SYSTEMS;

(21) J.I.CASE, RACINE, WISCONSIN, TRACTORS, LOGGERS, UNLOADERS
AND TRENCHERS;

(22) KARL LAMBRECHT, CHICAGO, ILL., LASER RODS, PRISM POLARIZERS
AND AUTOMATIC ELLIPSOMETERS;

(23) MAGNAVOX OVERSEAS, LTD., TORRANCE, CALIF., SATELLITE NAVI-
GATION AND SURVEYOR SYSTEMS;

(24) MONSANTO, ST. LOUIS, MO., CHEMICALS AND PLASTICS;

(25) MTS SYSTEMS CORPORATION, MINNEAPOLIS, MINN., 25-TON MATERIAL
TEST SYSTEMS;

(26) NCR CORPORATION, DAYTON, OHIO, TERMINALS AND ELECTRONIC
CASH REGISTERS;

(27) NEW BRUNSWIK SCIENTIFIC SALES CO., INC., EDISON, NJ,
BIOLOGICAL AND FERMENTATION EQUIPMENT;

(28) NORTON INTERNATIONAL, WORCESTER, MASS., GRINDING WHEELS,
ABRASIVES, DIAMOND TOOLS;

(29) ORION RESEARCH, INC., CAMBRIDGE, MASS., CHEMICAL AND RESEARCH
LABORATORY EQUIPMENT;

(30) OWATONNA TOOL INTERNATIONAL CORPORATION, OWATONNA, MINNE-
SOTA, HYDRAULIC EQUIPMENT;

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(31) PARKER HANNIFIN CORPORATION, CLEVELAND, OHIO, HYDRAULIC
VALVES;

(32) REED INTERNATIONAL SALES CO., INC., ERIE, PA., HAND-OPERATED
PIPE TOOLS;

(33) SHALCO SYSTEMS, CLEVELAND, OHIO, SATURN MIXERS AND HOT
MELT APPLICATOR SYSTEMS;

(34) STATE OF PENNSYLVANIA, HARRISBURG, PA., THIRTEEN DIFFERENT
PENNSYLVANIA FIRMS WILL DISPLAY THEIR LATEST DEVELOPMENTS
OF INDUSTRIAL EQUIPMENT;

(35) SPERRY-UNIVAC, BLUE BELL, PA., UNIVERSAL TERMINAL COMPUTER
SYSTEMS;

(36) THE SINGER COMPANY, NEW YORK, NY, GAS METERING INSTRUMENTS
AND REFRIGERATION CONTROLS;

(37) APEX-BENDIX - PORTAGE, PINES, CHAPMAN AND TRI-ONICS ARE
BEING REPRESENTED BY STENZEL AND CO., AUSTRIA, LAYOUT
MACHINES AND VARIOUS TORQUE MEASURING EQUIPMENT;

(38) TAPAMATIC CORPORATION, IRVINE, CALIF., ASSORTED TAPPING
INSTRUMENTS;

(39) UNION CARBIDE, NEW YORK, NY, CHEMICALS AND CHEMICAL AND
PLASTIC PRODUCTS;

(40) VISHAY INTERTECHNOLOGY, INC., MALVERN, PA., INSTRUMENTATION
AND PHOTOELASTICITY MEASURING EQUIPMENT AND STRESS MEASURE-
MENT AND ANALYSIS ITEMS;

(41) WATERS ASSOCIATES, INC., MILFORD, MASS., LIQUID
CHROMATOGRAPHS.

DAVIES

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Message Attributes

Automatic Decaptioning: X
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